



**MINUTES
DEVELOPMENT COMMITTEE
UNA FOUNDATION**

Thursday, July 20, 2017; 10:00 a.m. – 11:30 a.m.

GUC – University Events Conference Room

Members Present: Chair Marty Abroms, Uhland Redd, Tom Ross and Nancy Sanford

Others Present: Johnette Davis and Barbie Terry

Staff Liaison: Judy Jackson

The meeting was called to order at 10:00 a.m. A welcome was extended by Marty Abroms, Chair. Marty presented the minutes from the March meeting to the committee. Chair Abroms turned the meeting over to Judy Jackson to give an update on the fiscal year gifts and pledges report, which covers the time period from October 1, 2016, through June 30, 2017.

Johnette Davis and Barbie Terry spent a few minutes discussing the current capital projects and potential donor for each project. The projects include the Anderson College of Nursing/Laura M. Harrison Hall, the Connie D. McKinney Department of HSHD, and the Robert H. Steele Center for Professional Selling.

A list of potential donors was distributed to the committee in order to seek input into how to best engage the alumni and friends on the list. Very productive discussion ensued with many suggestions for who might be the best liaison to approach the potential donors. Suggestions of new donor prospects were also shared by the committee members. Committee member Tom Ross stated his desire for the committee to be larger and to include diverse ages. Tom also mentioned he wanted to see percentages of giving for both Board of Trustees and Foundation Board members. Judy Jackson told him and the other committee members that the Advancement Office staff is working on such a report that we will share with the Development Committee at the next meeting with the expectation that the committee will facilitate peer-to-peer discussions about having 100% board member participation in the campaign effort.

The meeting adjourned at noon.

07/21/2017